



January 1st, 2023, Issue 4

Covering last quarter of 2022

Happy New Year
2023

A hand is shown on the right side of the image, holding a red marker and underlining the year '2023' in the 'Happy New Year 2023' text.

**GREAT
LAKES
POWER**

**LAKE
BREAKING
NEWS**



From the Captains Chair – Harry Allen Jr



January 9, 2023

Happy New Year and may it be a healthy and prosperous one for all!

After a record 2022, what a start to 23! On January 2nd, Don Marrie received an order for an MTI marina truck and on January 4th, an order for a used MT75 Travelift. Those two orders alone were in excess of a million dollars. And while hearing the story I had an occasion to talk to Boyd Youngblood. He just happened to be closing on 2 orders for Konrad and Twin Disc totaling \$136,000. On the 5th I learned that our Perry group was trying to finalize a multi million-dollar commitment for new axles from an OEM manufacturer. The early feed back from most locations is “all systems in go mode”.

Our general sales meeting should be an exciting and informative one with this background of activity. At this new meeting, the attendees will have an opportunity to tour the construction site and see firsthand the early results of years of planning. Speaking of new buildings, K&L has a new building adjacent to their facility in Fort Worth which will help with elbow room. I'll soon be heading to Chesapeake to assist Aaron in evaluating options to serve future growth in the Mid Atlantic region.

This time of year, always brings to mind resolutions. My recommendation is that we all resolve to visit our top five or ten customers personally. It is important to include the inside sales staff and service techs to meet with their customer counterparts. This should help uncover other needs for better value with both parts and service; while reinforcing our commitment to their business

With rising interest rates, the cost of borrowing has doubled over the past six months. This will impact smaller businesses credit quality and we will have to be diligent with slow pay customers. We can assist many customers with finance options to consummate the sale.

Harry L Allen Jr

CONGRATULATIONS GARY NICHOLSON

Gary joined Great Lakes Power on June 6th of 1989 (33 years) and came to GLP after a successful stint at a pallet manufacturing company.

Many of those skills transferred directly to his role with GLP. His tenure spans a business period of growth which included extensive engine upfit programs, custom supply contracts, and facility expansions/moves.



We were fortunate to have Gary onboard when the Spirit of America – Youth Boating Education program was launched. Gary embraced the program and represented the spirit of Great Lakes Power with his involvement. His many roles with the program included (but not limited to) volunteer, keeping equipment ready for training sessions, and facilitating the cardboard boat races at graduation.

Gary was the go-to guy for anything that needed repaired or replaced at the shop and the guy who always knew where “it” was... when you were looking for “it”.

Gary kept the lights on, the engine running and the snow cleared at GLP Tyler Blvd. He embraced the corporate goal of controlling and minimizing absorbed freight costs.

He was champion of the freight discount, the guru of government packaging and tackled complicated import/export requirements with ease.



From all of us at GLP – Thank you Gary for 33 years of commitment and contribution..... you will be missed!

We wish Gary all the best on a happy and healthy retirement.



MENTOR



SHIPPING In the Spotlight

Everyone please welcome Katie Pierce to the GLP team!

Katie will be logistic coordinator and help assist throughout the shipping and receiving department.

Katie has been working in shipping and receiving for many years and is very excited to start her new career with Great Lakes Power.

Katie is married and has two boys, one age 19 the youngest is 6 .

Katie’s hobbies include riding on the motorcycle or in the side by side with her husband.

She also likes to go hiking and explore new places. She loves to binge watch shows on the weekends and hang out with her family.



Katie Pierce
Logistics Coordinator

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Mentor, OH 44060

Office 440.951.5111 • Direct 440.856.2254
kpierce@glpower.com



Call Katie’s desk
direct dial extension
0149





MENTOR CHRISTMAS

UGLY SWEATER PARTY

Mentor had a little fun Christmas Luncheon on Friday, December 16th. Stephen's idea!!!

Marie even popped in from her other job at Lowes and participated in the ugly sweater contest!



Left to right- Mr Allen, Joe Dolinar, Doug Frank, Stacey Parks, Damon Horne, Marie Kovacich, Laurie Olver, Denise Monty, Eileen Leis, Chris Apicello, Rick Pennza, Katie Pierce, Steve Allen



3-way tie – Eileen, Joe and Denise
- revote needed



And the winner – Joe Dolinar!!!!



NORTH ATLANTIC POWER

**electric
& hybrid marine
EXPO NORTH AMERICA**

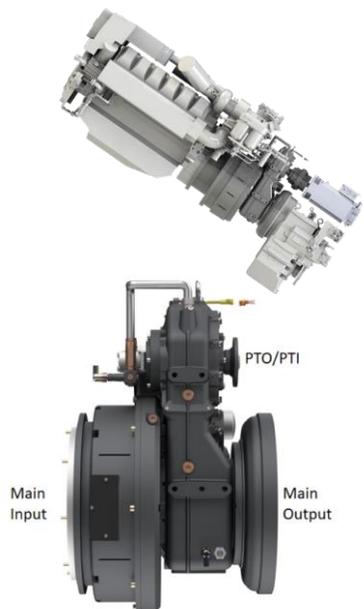
SALES & SERVICE
**In the
Spotlight**

Great Lakes Power was very proud to be part of the Electric and Hybrid Marine Expo in November where we are jointly exhibiting with Esco Power the PHT (Parallel Hybrid Transmission)





Parallel Hybrid Solutions with PHT



Bring your ship or application into the Hybrid Era with full operational modes of both power sources and the advantages of both electric and diesel!



NORTH ATLANTIC POWER

SALES & SERVICE
**In the
Spotlight**





NORTH ATLANTIC POWER

SALES & SERVICE
In the Spotlight

NAPP rolled out new graphics for our fleet of service trucks for 2022. A new focus on brand recognition and a clean new look for us.





NORTH ATLANTIC POWER

SALES & SERVICE In the Spotlight

"I Arrived at our office/shop this morning at 6:30am and found our two senior employees, Janet Gallant and Mike McMahon, already at work and hard at it.

Shortly after I arrived two customers arrived with a very large PTO to be repaired by Mike. They were offloaded and on their way before most folks have had their morning coffee.

It's outstanding and dedicated employees like Janet and Mike that make North Atlantic a special place to work and to do business with.

We appreciate them tremendously.

Thanks, Mike and Janet."

Jay Perrotta



Ben Allen and his wife Jenna welcomed their second child into their family on Dec. 9th.

Their son, Ivan was born healthy and just in time for the Holidays!

Congrats!!



NORTH ATLANTIC POWER

SALES & SERVICE
In the Spotlight

NAPP's marine engine upfit program in full swing with another dozen Cummins waiting their turn. Most of these are headed to Hinckley Yachts or Boston Boatworks for production builds.



CHESAPEAKE



Great Lakes Power was proud to sponsor and attend the 2022 American Pilot Association's conference in Charleston, SC in October 2022.





CHESAPEAKE



Great Evening October 13th, 2022 at the Propeller Club of Norfolk Annual Oyster Roast. Great Lakes Power is proud to sponsor this event.



SALES & SERVICE In the Spotlight

FALL OYSTER ROAST

Thank You To Our Sponsors!

Oyster Shooter:

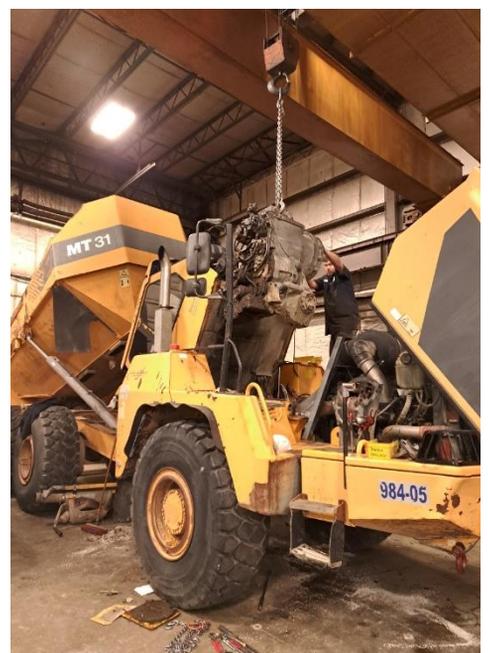
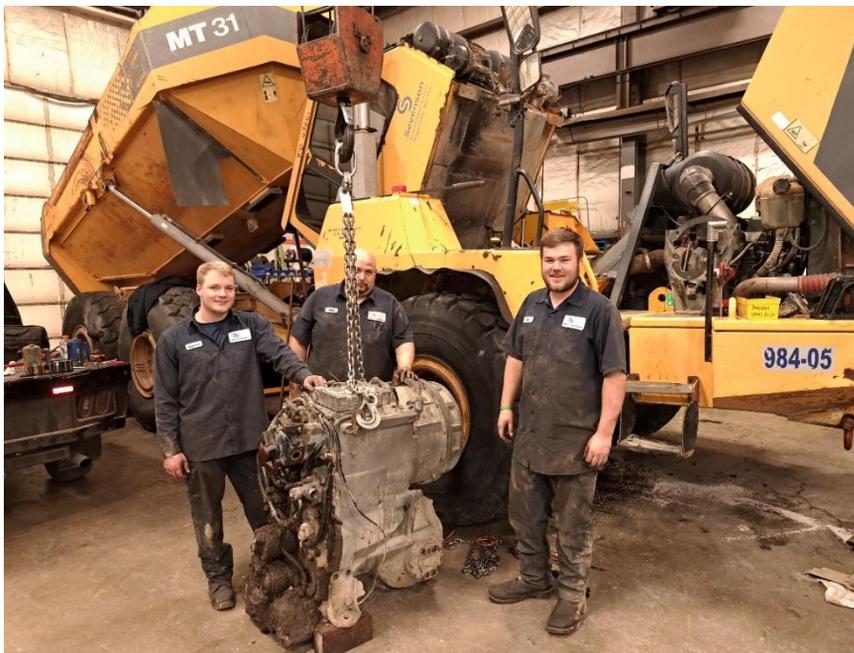


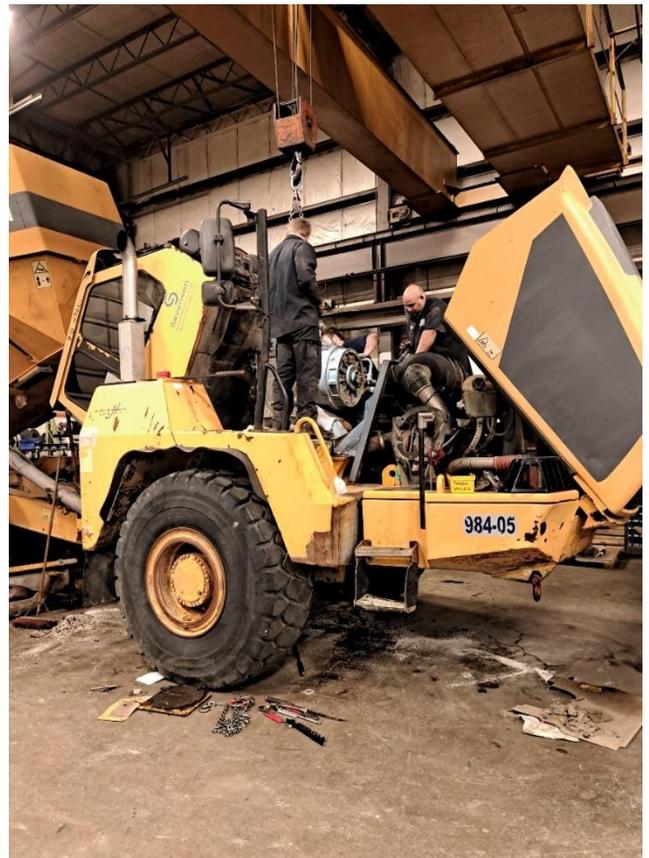


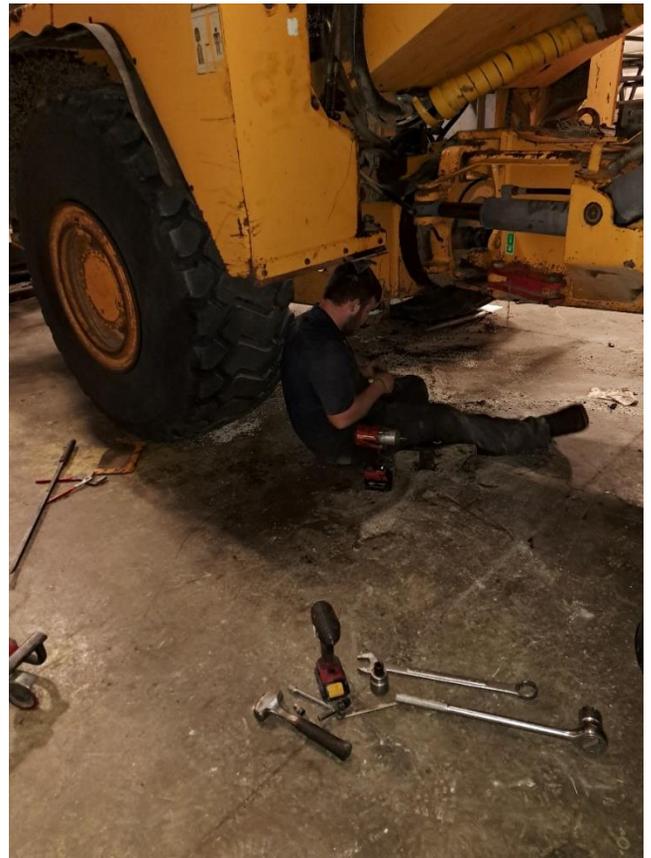
Kurt Ferneding with Cam Roberts (retired from Dana) a few years ago 😊

The Cincy service team of AJ Lawwill, Mike Burns, and Hunter Stahl removed a ZF 6WG310 transmission from a Moxy MT31 haul truck at the Perry facility.

The transmission will be taken back to Cincy for rebuild and testing. Once that has been accomplished the service team will return to Perry and install the transmission along with repairing other issues with the truck.









GLP Cincinnati Vets

Jeff Kay - US Navy
Jeff McMannis - US Army
Victor Perz - US Navy
Austin Roberto - US Marines
Hunter Stahl - US Marines
James Smith - US Airforce
Kurt Ferneding - US Navy

GLP Fort Lauderdale Vets

Ruben Mena - US Navy

GLP Tampa Vets

Rusty Whitaker – US Army/National Guard

NAPP Vets

Mike “Captain Clutch” McMahan

Mike served in the Navy, on the USS Miller during the Vietnam war.
He often shares stories of his world travels.
Now he keeps the service department at NAPP in line.



Jay Perrotta

Jay was a Sergeant in the Marines from 1986 to 1991.
He served as a Marine Weather Meteorologist.
Now he works in outside sales and social media marketing at NAPP.





**GL
POWER**

TAMPA

SALES & SERVICE
**In the
Spotlight**



Rusty, Miriam, Evelyn, Lisa, Rudy,(with child), and John



**GL
POWER**

TAMPA

SALES & SERVICE
**In the
Spotlight**



Rusty and Miriam announce
that Number 12 grandchild
has arrived!



Healthy and happy
Emma Watts
arrived
November 8th, 2022





Say hello to Tampa's newest freeloader!

This little kitty just showed up and we all enjoy him. He follows us around everywhere and brings smiles to all of us.



MEOW!



One of our guys calls him "65" and another one calls him "CAT CAT".

Shane came in today and said we need to call him Sunshine because he brings a smiles to everyone's face.





FORT LAUDERDALE



Lauderdale recently had 2 service technicians and our service coordinator complete their 90-day onboarding with the company and we are excited to introduce them to you!!

Lisa Nevarez (center) is our service coordinator, coming to GLP after spending 2+ years as a Sales Manager for American Van Lines. Lisa quickly caught onto the process flows of the department and passed TD101 to get a better understanding of our product offerings. She's worked closely with me to review service kit listings and other TD shortcut materials, navigation through ExpressTech and other vendor websites and spends a good amount of time in the shop seeing the products at various stages of the repair process. She lives in the Lauderdale area with her two sons. In her free time, Lisa likes to spend time with her kids and her family. I am happy to have her on board to help me with the workload of new service inquiries/scheduling/parts sourcing.

Ruben Mena (left) joined GLP in August, with over 13 years of service in the Navy (and we are thankful for his service!!) During his tenure, he was a gas turbine mechanical technician, worked on generator sets for maintenance and repair and handled gas turbine console operation training. After leaving the Navy, he was an onsite employee overseeing natural gas genset plants. Ruben is attending school to get his electrical engineering degree and will work closely with GLP on the controls/electronics side of our business.....having already assisted with a Glendinning install and BCS steer system troubleshooting. Ruben and his wife Jenny live in the Doral area (close to our old Medley office) and he enjoys spending time with his kids – sons Brandon and Xachiah and daughter Xariah.

Rudy Machado (right) joined GLP in August as well; prior to joining GLP he was our Snap On Tool salesperson. Rudy's mechanical background and understanding proved instantly to be an asset and he has been the 2nd tech on many service jobs in shop, from marine gears to hydraulic PTO's to BCS steer system troubleshooting. Rudy and his wife Almendra live in Lauderdale with their daughter Angelise. In his free time, Rudy likes to spend time with his family.



FORT LAUDERDALE

SALES & SERVICE



With growth, comes change.... I am happy to announce that effective January 1 **Bryan Escoffery** will be the new Lauderdale lead tech and service foreman.

Bryan joined GLP in early 2020 and immediately had a positive impact due to his background coming from Wartsila, Motor Services Hugo Stamp and Servitec.

Bryan and I worked closely together this past year in reconfiguring the shop space to best utilize all our assets for our service offerings and are now set up for engine upfit work for several of our larger reseller accounts.



Bryan has developed relationships with our key contacts at Twin Disc, BCS Italy and Hamilton Jet. He and I will work on getting our staff out for training on more industrial products (Dana/Funk) to balance out the complement of product service inquiries we commonly see. Bryan has seen the industrial, marine and controls side of the service business up close and I am excited to move him into this new role, where he will work with Lisa for service scheduling and shop coordination for new and ongoing work. Brian lives in the Lauderdale area and if the photo didn't give it away....he enjoys working out in his free time and hanging with his son Bryan (known in the shop as Little Man). He also likes working on his car and is in process of finishing up work on his Lexus, from the paint all the way up to the final finish trim.

I look forward to continued growth from our recent "adds" to our team and with Bryan's direction and guidance look forward to a fantastic year in service for 2023 (and beyond)!!!

John



FORT LAUDERDALE

Please join us in congratulating Omar Betancourt who has accepted the role of Hamilton Jet Champion for GL Power!

Omar joined our Fort Lauderdale team in Feb 2018 as a Inside Sales Representative. Previously he worked as a CSR for Space Coast Credit Union and insurance companies.

His tenacity and passion for helping customers resulted in his promotion to Outside Sales Territory Manager in 2020.

Omar lives in Homestead Florida with his wife Lourdes and three sons Manny, Ethan and Elijah.

In this new role, in addition to his current Territory Management duties, Omar will be our primary contact for new jet sales with Hamilton Jet within our territory which includes; KY, TN, FL, GA, SC and the entire Caribbean. Omar will also be responsible for developing and ensuring that we meet or exceed our annual Sales and Aftermarket Business Plans with HJ.

Harry Allen 3 & John Heneghan

SALES & SERVICE In the Spotlight



HamiltonJet





SALES & SERVICE

In the Spotlight

FORT WORTH

The Girls at K&L during the Christmas Lunch (Jessica, Claudia, Kim).



Please welcome our new service technician, Charles "Bubba" White. We are so happy to have you join the team.





Dylan Churnega- Joined GLP
December 2022. In his spare time
Dylan enjoys
fishing and Harleys



Mitch Whaley- joined GLP
September 2022
Mitch enjoys sports cars, being
outside with his dogs and
gardening.

Hannah Hudson is measuring herself to see if she can fit into this box and be shipped to a warmer branch!





Ray Pierce



Hannah Hudson, Brandy Rembacki and Andrea Allen



Guess the top three popular surveyed answers!

Give me a three letter word that starts with the letter "Z"

1. _____
2. _____
3. _____

Name a US President whose first name was John

1. _____
2. _____
3. _____

Name a movie that frequently gets remade

1. _____
2. _____
3. _____

Name exotic house pets

1. _____
2. _____
3. _____

Name a body part that begins with "e"

1. _____
2. _____
3. _____

Name a food many people dislike

1. _____
2. _____
3. _____

Name an item you might accidentally leave in a cab

1. _____
2. _____
3. _____

Name a fictional character who makes spy work look like fun

1. _____
2. _____
3. _____

Name something that works better on a windy day

1. _____
2. _____
3. _____

Name something that works better if it has a driver

1. _____
2. _____
3. _____

Name:

Submit your answers by Friday, January 13th
End of the day
One submission per person, one time.

50 points if you get the number one answer, 25 points for the number 2 answer, and 15 points for the number 3 answer. Also, 10 points for a right answer but in the wrong place.
The one w the most points wins a prize!!



I hope you enjoyed this issue of “Lake Breaking News”!

This issue covered October, November and December 2022.

I HOPE YOU HAD A GREAT HOLIDAY and look forward to working with all of you in 2023 celebrating Great Lakes Power’s 50 years in business! I am putting together a special 50-year GLP logo to use throughout the year. If you have any particular ideas, please let me know.

Please submit any newsworthy articles by the end of March for the next issue due out April 1, 2023

Thanks for all your input!
Keep those photos coming!!

Thanks!

Chris

